

**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - DECEMBER 31, 2021**



7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Eastern Bank	52	\$5,986,700	\$115,129
2	Needham Bank	15	\$2,279,000	\$151,933
3	Newtek Small Business Finance, Inc.	11	\$3,632,000	\$330,182
4	St. Mary'S Credit Union	9	\$675,800	\$75,089
5	Td Bank, National Association	8	\$477,800	\$59,725
6	Enterprise Bank And Trust Company	7	\$3,891,000	\$555,857
7	Salem Five Cents Savings Bank	7	\$1,900,000	\$271,429
8	Berkshire Bank	6	\$1,764,800	\$294,133
9	Cambridge Savings Bank	6	\$3,297,000	\$549,500
10	Citizens Bank, National Association	6	\$5,257,900	\$876,317
11	Webster Bank, National Association	6	\$1,086,500	\$181,083
12	Customers Bank	4	\$4,861,000	\$1,215,250
13	Leader Bank, National Association	4	\$1,052,000	\$263,000
14	Live Oak Banking Company	4	\$10,764,000	\$2,691,000
15	Rockland Trust Company	4	\$437,500	\$109,375
16	Bristol County Savings Bank	3	\$1,574,500	\$524,833
17	Brookline Bank	3	\$615,000	\$205,000
18	Cadence Bank	3	\$925,000	\$308,333
19	Cape Cod Five Cents Savings Bank	3	\$225,000	\$75,000
20	North Shore Bank, A Cooperative Bank	3	\$495,000	\$165,000
21	South Shore Bank	3	\$300,000	\$100,000
22	Webster Five Cents Savings Bank	3	\$365,000	\$121,667
23	Avidia Bank	2	\$743,000	\$371,500
24	Common Capital Inc.	2	\$323,000	\$161,500
25	Cornerstone Bank	2	\$900,000	\$450,000
26	Easthampton Savings Bank	2	\$87,000	\$43,500
27	BankFive	2	\$40,100	\$20,050
28	Greylock Federal Credit Union	2	\$160,000	\$80,000
29	Lee Bank	2	\$33,400	\$16,700
30	Northern Bank And Trust Company	2	\$280,600	\$140,300
31	People'S United Bank, National Association	2	\$140,000	\$70,000
32	Santander Bank, National Association	2	\$117,000	\$58,500
33	Workers Federal Credit Union	2	\$109,900	\$54,950

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
34	Bankgloucester	1	\$25,000	\$25,000
35	Cape Ann Savings Bank	1	\$115,000	\$115,000
36	Celtic Bank Corporation	1	\$2,079,000	\$2,079,000
37	Dean Co-Operative Bank	1	\$100,000	\$100,000
38	First Financial Bank	1	\$350,000	\$350,000
39	First Home Bank	1	\$250,000	\$250,000
40	Florence Bank	1	\$60,000	\$60,000
41	GFA Federal Credit Union	1	\$152,000	\$152,000
42	Greenfield Savings Bank	1	\$70,000	\$70,000
43	Keybank National Association	1	\$25,000	\$25,000
44	Liberty Bank	1	\$1,600,000	\$1,600,000
45	Newburyport Five Cents Savings Bank	1	\$187,500	\$187,500
46	North Brookfield Savings Bank	1	\$66,000	\$66,000
47	Reading Co-Operative Bank	1	\$550,000	\$550,000
48	Readycap Lending, Llc	1	\$95,000	\$95,000
49	Rollstone Bank & Trust	1	\$75,000	\$75,000
50	South Eastern Economic Development Corp.	1	\$82,000	\$82,000
51	Stearns Bank National Association	1	\$350,000	\$350,000
52	The Pittsfield Co-Operative Bank	1	\$102,000	\$102,000
53	Unibank For Savings	1	\$125,000	\$125,000
54	United Community Bank	1	\$380,000	\$380,000
55	Westfield Bank	1	\$188,000	\$188,000
Grand Total		214	\$ 61,823,000	\$ 288,893

504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Bay Colony Development Corporation	39	\$20,103,000	\$515,462
2	Granite State Economic Development Corp.	25	\$13,179,000	\$527,160
3	New England Certified Development Corp.	15	\$14,431,000	\$962,067
4	Cape & Islands Community Development, Inc.	7	\$6,087,000	\$869,571
5	South Eastern Economic Development Corp.	7	\$7,127,000	\$1,018,143
6	Worcester Business Development Corp.	4	\$1,800,000	\$450,000
7	Ocean State Business Development Authority	1	\$357,000	\$357,000
Grand Total		98	\$ 63,084,000	\$ 643,714

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Third Party Lenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Rockland Trust Company	10	\$ 7,725,500	\$772,550
2	Enterprise Bank and Trust Company	9	\$ 7,216,500	\$801,833
3	People's United Bank, National Association	8	\$ 5,401,268	\$675,159
4	Salem Five Cents Savings Bank	7	\$ 4,991,500	\$713,071
5	Eastern Bank	6	\$ 3,148,305	\$524,718
6	Cornerstone Bank	6	\$ 2,648,157	\$441,360
7	Cape Cod Five Cents Savings Bank	4	\$ 2,094,250	\$523,563
8	HarborOne Bank	3	\$ 5,013,167	\$1,671,056
9	Webster Bank, National Association	3	\$ 2,217,500	\$739,167
10	Martha's Vineyard Bank	2	\$ 3,325,000	\$1,662,500
11	BankFive	2	\$ 2,757,050	\$1,378,525
12	TD Bank, National Association	2	\$ 2,392,500	\$1,196,250
13	Coastal Heritage Bank	2	\$ 2,372,000	\$1,186,000
14	Walpole Co-Operative Bank	2	\$ 2,140,000	\$1,070,000
15	Middlesex Savings Bank	2	\$ 1,802,500	\$901,250
16	Needham Bank	2	\$ 1,058,750	\$529,375
17	Bristol County Savings Bank	2	\$ 960,000	\$480,000
18	Avidia Bank	2	\$ 675,000	\$337,500
19	Brookline Bank	2	\$ 635,000	\$317,500
20	MountainOne Bank	1	\$ 2,195,500	\$2,195,500
21	Bank of America, National Association	1	\$ 1,340,790	\$1,340,790
22	Berkshire Bank	1	\$ 1,322,000	\$1,322,000
23	Seamen's Bank	1	\$ 1,300,000	\$1,300,000
24	Webster First Federal Credit Union	1	\$ 1,176,430	\$1,176,430
25	Northern Bank and Trust Company	1	\$ 1,085,000	\$1,085,000
26	The Provident Bank	1	\$ 955,863	\$955,863
27	South Shore Bank	1	\$ 865,000	\$865,000
28	SVB Financial Group	1	\$ 705,000	\$705,000
29	KeyBank National Association	1	\$ 610,000	\$610,000
30	Reading Co-Operative Bank	1	\$ 600,000	\$600,000
31	Webster Five Cents Savings Bank	1	\$ 600,000	\$600,000
32	Community Bank, National Association	1	\$ 527,575	\$527,575
33	Greenfield Co-Operative Bank	1	\$ 510,000	\$510,000
34	The Cooperative Bank of Cape Cod	1	\$ 439,750	\$439,750
35	Mechanics Cooperative Bank	1	\$ 430,000	\$430,000
36	Greenfield Savings Bank	1	\$ 406,000	\$406,000
37	Align Credit Union	1	\$ 349,949	\$349,949
39	Lee Bank	1	\$ 300,000	\$300,000
40	North Easton Savings Bank	1	\$ 197,500	\$197,500
41	PeoplesBank	1	\$ 192,500	\$192,500
42	Centreville Bank	1	\$ 171,000	\$171,000

	Grand Total	98	\$ 74,853,804	\$ 763,814
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**SBA MASSACHUSETTS DISTRICT OFFICE
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Microlenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	South Eastern Economic Development Corp	6	\$ 134,500	\$ 22,417
2	Common Capital Inc	5	\$ 5,000	\$ 1,000
3	North Central MA Development Corp	3	\$ 70,000	\$ 23,333
4	Dorchester Bay Economic Development	2	\$ 25,000	\$ 12,500
5	EDIC of Lynn	2	\$ 10,000	\$ 5,000

	Grand Total	18	\$ 244,500	\$ 13,583
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**SBA SPRINGFIELD BRANCH OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - DECEMBER 31, 2021
WESTERN MASSACHUSETTS
The following loans are included in the MA Loan Volume Report totals above:**

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Berkshire Bank	3	\$41,000	\$13,667
2	Newtek Small Business Finance, Inc.	2	\$1,809,000	\$904,500
3	Common Capital Inc.	2	\$323,000	\$161,500
4	Td Bank, National Association	2	\$240,000	\$120,000
5	Greylock Federal Credit Union	2	\$160,000	\$80,000
6	Easthampton Savings Bank	2	\$87,000	\$43,500
7	Lee Bank	2	\$33,400	\$16,700
8	Liberty Bank	1	\$1,600,000	\$1,600,000
9	Customers Bank	1	\$450,000	\$450,000
10	Stearns Bank National Association	1	\$350,000	\$350,000
11	Westfield Bank	1	\$188,000	\$188,000
12	The Pittsfield Co-Operative Bank	1	\$102,000	\$102,000
13	Greenfield Savings Bank	1	\$70,000	\$70,000
14	Florence Bank	1	\$60,000	\$60,000
15	Keybank National Association	1	\$25,000	\$25,000

	Grand Total	23	\$ 5,538,400	\$ 240,800
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504 Loans				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Granite State Economic Development Corp	5	\$2,206,000	\$441,200
2	New England Certified Development Corp	2	\$2,217,000	\$1,108,500
Grand Total		7	\$4,423,000	\$ 631,857

Third Party Loans				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	MountainOne Bank	1	\$ 2,195,500	\$2,195,500
2	Berkshire Bank	1	\$ 1,322,000	\$1,322,000
3	Community Bank, National Association	1	\$ 527,575	\$527,575
4	Greenfield Co-Operative Bank	1	\$ 510,000	\$510,000
5	Greenfield Savings Bank	1	\$ 406,000	\$406,000
6	Lee Bank	1	\$ 300,000	\$300,000
7	PeoplesBank	1	\$ 192,500	\$192,500
Grand Total		7	\$5,453,575	\$779,082

Surety Bond				
RANK	BOND AGENCY	# BONDS	GROSS \$\$ AMOUNT	AVERAGE
1	Tonry Insurance Group	12	\$ 4,459,300	\$ 371,608
2	The Ohio Casualty Insurance Co.	8	\$ 1,399,200	\$ 174,900
3	CCI Surety, Inc.	5	\$ 278,161	\$ 55,632
4	KOG International, Inc.	2	\$ 2,451,060	\$ 1,225,530
5	Surety Bond Professionals, Inc.	1	\$ 9,262,235	\$ 9,262,235
6	Allstar Surety Company, Inc.	1	\$ 1,925,167	\$ 1,925,167
7	The Bond Exchange, Inc	1	\$ 108,350	\$ 108,350
Grand Total		30	\$19,883,473	\$662,782